

The Construction Association of Choice!



2014 ANNUAL REPORT

**AGC of South Dakota
Highway Heavy Utilities Chapter**

300 E. Capitol Ave., Suite 1 * Pierre, SD 57501
www.sdagc.org * 605-224-8689



The Construction Association of Choice!

2014 PRESIDENT'S MESSAGE

Dear Members,

With 2014 behind us, I can say I'm grateful to have been involved with such a wonderful organization. We have accomplished many goals and we have set goals that we are still working on.

I'm grateful for all the committees, their hard work, and commitment to making our organization better. Many of our goals remain the same and we continue to make strides forward. Highway Funding, Workforce Development, Safety, and Membership are a few highlights that were our focus this year. The annual report will cover these and other 2014 objectives as they are equally important.

We have had great success convincing our governor, the public, and many others that there is a need to find funding for our highways and bridges.

A big thank you to AGC Members, Staff, and others that may be reading this as we are all in this for the same purpose. Construction is a large part of our lives and we are here to make it better for all who work in our industry today, and for future generations.

I have said it before, it's been an honor to serve as the 2014 AGC HHU President. 2015 will pose many challenges and with Patty Nohr leading the way as our President, I'm confident it's going to be a great year!

Be safe and have a wonderful year.

2014 BOARD OF DIRECTORS

PRESIDENT
Floyd Schafer - Mainline Contracting

SENIOR VICE PRESIDENT
Patty Nohr - Myrl & Roy's Paving

VICE PRESIDENT
Dean Herll - BX Civil & Construction

SECRETARY/TREASURER
Gregory Brown - Heavy Constructors

PAST PRESIDENT
Nathan Reede, Reede Construction

2014 DIRECTORS
Jared Gusso - SFC Civil Constructors
David Gustafson - Heavy Constructors
Tim Foerster - Hills Materials
Wayne Lloyd - Loiseau Construction
Tim Davis - Midland Contracting
John Morris - Morris, Inc.
Harold Goeden - First Rate Excavate
John Shoemaker - Webster Scale

2014 NATIONAL GOVERNORS
Gary Johnson - A-G-E Corporation
Kari Karst - BX Civil & Construction
Dave Fleck - SFC Civil Constructors

2014 LIFE NATIONAL GOVERNORS
Merle Davis - Terin Corp
Tom Graves - Graves Construction
Lynn Kading - Hills Materials
Mark Knight - Foothills Contracting

2014 ASSOCIATE DIVISION OFFICERS
PRESIDENT
Ryan Caldwell - Sheehan Mack Sales & Equip.

VICE PRESIDENT
Bill Sutton - Headwaters Resources

SECRETARY/TREASURER
Craig Lauritzen - HR Green



2014 AGC President
Floyd Schafer

ON THE HILL

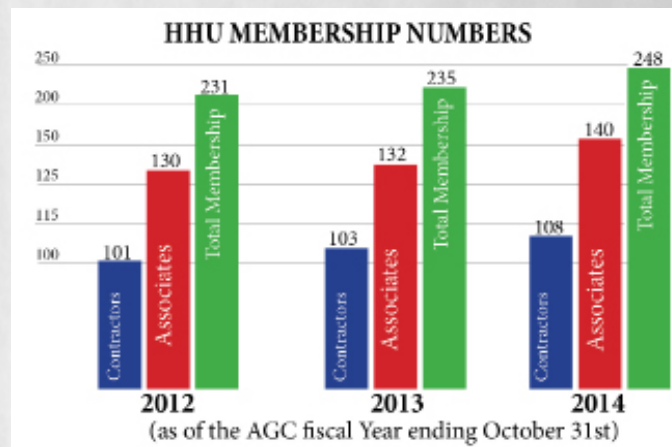
AGC Staff & Members met with our Congressional Delegates in Washington on two different occasions in 2014, to talk South Dakota Issues.



Objective 1: Membership

MEMBERSHIP

- Our 2014 total membership was 248 (108 contractors and 140 associates). This compares to 235 (103 contractors and 132 associates) at this time in 2013. Membership growth is on the rise!
- Networking opportunities are a key ingredient of member involvement. Membership Meetings were held in March & October in Rapid City & Sioux Falls. Our Summer Socials were held in August in both locations and our annual Summer Meeting was held in June in Pierre. The Construction Leaders Hunt was held November 7 & 8 at Broken Arrow Farms in Pierre. And the State Convention was held January 12 - 14, 2015 at the DEC in Aberdeen!
- An all new Membership Directory was created and produced by Naylor, LLC.
- Membership visits were pertinent in 2014. AGC staff members made frequent stops at member offices. Don't be surprised if we show-up at your office in 2015!



RECRUITMENT

- In 2014 we added four contractor members: Complete Contracting Solutions, Hilt Construction, Carl Carlson Company & Prairie States Trucking. And eight new associate members; Kolberg-Pioneer, Principal Financial Group, Construction Industry Center, Pioneer Bank & Trust, Advance Drainage Systems, McKinneyOlson Insurance, Cat Auction Services, and Holiday Inn City Centre.
- Our Membership Committee has been busy conducting recruitment meetings and working on an internal membership marketing campaign!

AWARDS

- During the annual AGC of America Chapter Leadership Conference in Washington, D.C. on September 29th, our chapter was awarded a National PR award! The award was in the Best Individual Public Relations category for the implementation of the Work Zone Awareness 4th grade coloring contest and calendar idea, in addition to the Con-

Objective 2: Transportation & Infrastructure Funding

HIGHWAY FUNDING

- The AGC Highway Funding Task Force was busy in 2014! The task force participated in the Highway Needs & Financing Summer Study led by Senator Mike Vehle. The study consisted of town hall meetings across the state and two sessions of hearings in Pierre. A draft highway funding bill came out of the summer study creating buzz and momentum moving into 2015! A media campaign comprised of digital ads, television ads & website updates ran in 2014 to continue educating Legislators & Governor Dugaard on the need for an increase in highway funding. The Highway Funding Task Force initiative started in 2012 and has been continuous, with the overall goal being a gas tax & other increases. There will definitely be more coming during the 2015 Legislative Session so stay tuned! In the mean time, for the latest news & updates visit: roadsarevital.org.
- Hardhats for Highways, an AGCA federal transportation funding initiative, was a huge success in 2014 ! During the annual TCC Fly-in, SDAGC members were able to hand deliver hard hats to our congressional delegates!

STATE OF THE STATE
Gov. Dugaard's
State of the State Speech
was 8,700 words.
3,000 words were
dedicated to
SD Roads & Bridges!

Objective 3: Safety & Workforce Development

SAFETY

- A total of 91 paid Safety Training courses were conducted in 2014 by our Safety Team, with a total of 1,396 individuals trained. This number does not include the countless member service visits and site visits conducted across the state. Site visits allow our Safety Team to provide an extra eye on-site and work with you if any safety changes are recommended. Site visits are a member benefit and free to all AGC members!
- The Safety Summit was held twice in 2014, once in Sioux Falls and once in Rapid City. The purpose of the Safety Summit is to bring together construction safety professionals to discuss current safety topics in a forum like setting. During the Summit, the Safety Committee & MSHA Alliance met as well. Safety lunches were held three times throughout the year in Pierre, Sioux Falls, Rapid City and Aberdeen.
 - Safety Awards were presented at the Spring Membership Meeting held March 27th in Sioux Falls. Awards presented included; Kristi Barber of Glenn Barber & Associates with the 2013 Paul Lepthien Safety Award & Morris, Inc. with the Safety Academy Achievement Award. Congratulations!
 - The Safety Committee continued to meet throughout 2014, and set a direction for 2015 that includes several new training courses, including a new series of safety leadership classes from the National Center for Construction Education & Research (NCCER).
- Safety Sam made his debut across the state during the busy construction season! Sam could be seen on Jackson Blvd, Mount Rushmore Road and Highway 44 in Rapid City. On the Truck Route in Pierre and in Flandreau. Safety Sam is available for all AGC members to use, contact the staff to get him on your jobsite!

SAFETY SAM

Safety Sam stands over 9 feet tall and has a wing span of 8 feet. It's anticipated that his shoe size would be around a 21!

AGC SAFETY AND TRAINING NUMBERS



Training Courses // Number of People Trained

SAFETY & TRAINING

In 2014, OSHA 10 Hour was the Most Popular Course Offering, With 268 Attendee's

WORKFORCE DEVELOPMENT

- Workforce development has been a leading focus for AGC members and others in the local construction industry for quite some time. In 2014, the committee was active in the areas of: Emerging Workforce, Career Workforce, Potential Workforce and Human Resources Alliance.
- AGC received a \$50,000 grant from Governor's office to support our WFD efforts!
- The Workforce Development Committee efforts in establishing relationships with South Dakota's Tech Ed schools, engaging elementary & high school students and educating the current workforce expanded in 2014.
- Construction Awareness Days was held in Rapid City on September 16th, Aberdeen on September 23rd & in Mitchell on October 16th. Over 320 students from across the state joined the AGC for a day of construction education and fun! Students spent the day doing a variety of hands-on activities such as operating heavy machinery, concrete testing & the duct tape challenge. Once again, the AGC was successful in incorporating Twitter into the event as a whole. The event hash tag: #BuildSouthDakota generated over 212 tweets using the hash tag & 76 pictures of the event were posted by students!

WORKFORCE DEVELOPMENT

There are seventeen different construction related 2-year degrees offered by SD Tech Schools.



WORKFORCE DEVELOPMENT (cont.)

- The all new www.buildsouthdakota.com website officially launched in 2014! The site is a great tool for high school students, parents and counselors. The Workforce Development Committee has begun the leg work to promote the website to all South Dakota schools!
- A Jobs Bank campaign was ran again to help our members recruit workers to fill their open positions. A task force was created to look towards moving to BirdDog, in making the AGC Job's Bank a bigger success and useful membership tool for YOU!
- The first ever Construction Academy was held in Rapid City June 23-27. Four students from Rapid City participated in a parabola rebuilding project in Wilson Park. Plans for the 2nd Academy are already underway!
- Scholarships were awarded to twenty-five area students perusing a career in construction this quarter. The total amount awarded was \$25,500!
- A successful Work Zone Awareness 4th grade billboard campaign was again held in 2014. Five billboards were up in Rapid City, Murdo and Aberdeen!

**SPREAD
THE WORD**
www.BuildSouthDakota.com
is a GREAT resource, for
students, parents, schools
& counselors!



Objective 4: Relationship Building

EXTERNAL (SDDOT, Legislators, Governor, Local Governments, etc.)

- Building Chapter: The relationship between the AGC HHU and Building Chapters continues to solidify. Joint Executive Committee meetings were held quarterly along with joint Board socials. Joint golf tournaments, fishing tournament and Summer Socials were also held in 2014. Over 250 members attended these great events, with almost \$20,000 raised for the Education Foundation.
- SDDOT: In 2014, great strides were made in establishing six AGC/SDDOT workgroups (i.e., Workforce Skills, Project Scheduling, Work Zone Safety, Conflict Management, Expedited Project Payment & Closeout and Project Management.) The groups have been actively working on SDDOT/Contractor relationship. Twice in 2014, meetings were held jointly to discuss the workgroup progress as well as the SDDOT EBS system and Preconstruction Meetings. Workshops are already planned for 2015!
- Governor and Legislators: AGC Lobbyist, Deb Mortenson represented our industry full time during the legislative session. Prior to session, legislative briefings were held in Rapid City and Sioux Falls. The 2014 Legislative Dinner was held in February in Pierre, SD. The AGC participated in all of the Highway Needs & Financing Summer Study Events. We continue to work with the Governors office & legislators to keep them informed on the progress & happenings the AGC is making on our Roads are Vital (RAV) campaign. The Roads are Vital Coalition grew to 26 members in 2014! At the end of 2014, to make sure that every effort is put into passing highway funding legislation during the 2015 Legislative Session, RAV has hired two lobbyists to help the coalition members. They are Jason Glodt and Bob Gray of GSG Strategies.
- Congressional Delegation: AGC members and staff met with our Congressional Delegation three times in 2014 to discuss the importance of federal investment in infrastructure, workforce development, EPA's expansion of the Clean Water Act and tax reform.
- Local Governments: The AGC worked closely with the City of Sioux Falls & Rapid City, hosting meetings on a regular basis. In May, AGC participated in the annual Corp. of Engineers meeting held in Omaha, NE.



Annual State Convention - January 12-14, 2015

- The annual State Convention wrapped up on Wednesday, January 14th. The convention was held at the Dakota Event Center in Aberdeen, SD. Over 275 attendee's enjoyed exhibitors, top-notch speakers, informative meetings and FUN social events. Captain Richard Phillips headlined the event, and his message of being stronger than you think you are was carried through the rest of the Convention. In addition, Aberdeen native Matt Guthmiller, the youngest pilot to fly solo around the world spoke during a lunch event and wowed everyone.
- The 2014 Awards Ceremony was held on Monday night at the Aberdeen Community Theatre. And new this year, the Golden Hard Hat award was given during the Tuesday morning Past President's Breakfast. Congratulations to the following individuals and companies on their successes!
 - **Golden Hard Hat** - Neil V. Reede & Milt Morris
 - **Good Citizen Award** - Mario Espinoza, Mario Ortiz, Nic Auringer & Jorge Heredia - BX Civil & Construction
 - **Build South Dakota Category I** - Mainline Contracting, Inc.
 - **Build South Dakota Category III** - First Rate Excavate
 - **Build South Dakota Category III** - A-G-E Corp.
- A Browning 7mm Medallion Bolt Action Rifle raffle was also held in conjunction with the convention. A total of \$3,500 was raised to benefit both AGC scholarships funds. Congratulations Wayne Lloyd!



CONPAC

Did you know, over \$22,000 was raised by CONPAC during the State Convention!



In the Community

The Associated General Contractors of South Dakota is dedicated to the betterment of our community and state. Besides working for stronger transportation and infrastructure to provide safe means of working and living - our members also contribute to their individual towns and cities. Our annual Build South Dakota award winners each receive a \$500 check made out to the charity of their choice! In 2014, charities receiving a donation were; The Sioux Falls Humane Society on behalf of David Stitt from D&G Concrete and The Childrens Home Society in Rapid City from Mainline Contracting, Inc.

Also in 2014, several AGC members came together to give back to the community while serving breakfast at The Banquet in Sioux Falls. In 2014, The Banquet served 150,000 total meals with 21,000 of those meals served to children under age 12. Thank you for helping make this event a success!



AGCA Leadership

AGC of South Dakota's very own Mark Knight was installed as the AGC of America Vice President in 2014! Mark is the first South Dakota leader to serve in this prestigious role. In 2016, Mark will be installed as President of the AGC of America!

GETTING SOCIAL IN 2014



AGC has over 375 Twitter Followers, a 50% increase from 2013.



We're fast approaching 100 likes on Facebook.

ARE YOU FOLLOWING US?



SUMMARY - Get Involved! Join a Committee! Attend an Event!

- These are only a few of the many things the AGC does for you, the more you become involved, the more benefits you will receive. Thank you for your commitment to the AGC and for making 2014 a SUCCESS!! Great things are ahead in 2015, GET INVOLVED! Joining an AGC committee is a great way to get started. Members in all membership categories are encouraged to participate on a committee. A full list of committees is available on our website www.sdagc.org - please contact us today to find out how you can become a more active part of our vibrant and growing association!!

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MISSION STATEMENT

"The AGC of South Dakota and its Members Promote Skill, Responsibility and Integrity Through Construction and Services Which Enhance the Quality of Life for All Who Live, Work or Travel in South Dakota"

VISION STATEMENT

"The Construction Association of Choice"

PURPOSE STATEMENT

"To Be the Voice That Promotes and Represents the Construction Industry."



2015 AGC of SD KEY DATES

February 9, 2015	AGC Legislative Dinner	Pierre
March 24, 2015	AGC Board & Spring Meetings	Sioux Falls
March 26-27, 2015	AGC Spring Meetings (Safety Summit)	Rapid City
June 12-13, 2015	AGC Fishing Tournament	Pierre
July 14, 2015	AGC Golf Tournament (Willow Run, GC)	Sioux Falls
July 30, 2015	AGC Golf Tournament (Red Rocks)	Rapid City
August 13, 2015	Summer Social	Sioux Falls
August 20, 2015	Summer Social	Rapid City
October 27-28, 2015	AGC Spring Meetings (Safety Summit)	Sioux Falls
October 29-30, 2015	AGC Board & Fall Meetings	Rapid City
November 6-7, 2015	CLC Hunt	Pierre
January 11-13, 2016	State Convention	Rapid City



AGC of SOUTH DAKOTA HIGHWAY HEAVY UTILITIES CHAPTER

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